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Message Text

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ACTION EB-08

INFO OCT-01 ARA-10 EUR-12 ISO-00 CAB-02 CIAE-00
COME-00 DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00
L-03 SS-15 SSO-00 NSCE-00 INRE-00 PA-01 USIE-00
PM-05 SP-02 H-01 /070 W
----------064369 281719Z /45
O R 281703Z FEB 78
FM AMEMBASSY LONDON
TO SECSTATE WASHDC IMMEDIATE 3624
INFO AMEMBASSY PARIS
AMEMBASSY PANAMA
AMEMBASSY LIMA
AMEMBASSY SANTIAGO

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E.O. 11652: N/A
TAGS: EAIR, US, UK
SUBJECT: CIVAIR: BRANIFF PRESS CONFERENCE

REF: LONDON 3237

1. BRANIFF CHAIRMAN HARDING LAWRENCE HELD LOW-KEYED PRESS CONFERENCE FEB. 28. HIS INITIAL STATEMENT WAS PRIMARILY A RECITAL OF HIS PAST ASSOCIATION WITH THINGS BRITISH AND OF BRANIFF'S INTEREST IN CONCORDE, BUT HE CONCLUDED WITH A DESCRIPTION OF THE CURRENT IMPASSE BETWEEN THE US AND BRITISH AUTHORITIES REGARDING FARES. IN COMMENT HE SAID LITTLE MORE THAN THAT HE HOPED THE IMPASSE WOULD BE RESOLVED TODAY, I.E., SO THAT REGULAR SERVICE COULD COMMENCE AS SCHEDULED. (NON-REVENUE INAUGURAL IS TO FLY IN ANY CASE.)

2. IN RESPONSE TO QUESTIONS ON THE FARES ISSUE LAWRENCE STUCK TO THE LINE THAT BRANIFF VERY MUCH WANTS ITS
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ORIGINAL FILING WHICH, DESPITE ACCUSATIONS, IS "NOT PREDATORY." HE NOTED THAT THE PROJECTED YIELD IS SIGNIFICANTLY HIGHER THAN ON DALLAS-HAWAII, WHERE BRANIF MAKES A COMFORTABLE PROFIT. AT SAME TIME AIRLINE IS PRE PARED TO ACCEPT OTHER FARES IF THAT IS NECESSARY IN ORDER TO BE ABLE TO MAKE USE OF ITS DALLAS-LONDON AUTHORITY. THE MATTER IS NOW IN THE HANDS OF THE TWO

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GOVERNMENTS, AND ANY QUESTIONS REGARDING NEXT STEPS SHOULD BE ADDRESSED TO THEM.

3. IN RESPONSE TO ONE QUESTIONER LAWRENCE MADE USEFUL RESPONSE TO EFFECT THAT AS HE UNDERSTANDS IT USG BELIEVES THAT AIR SERVICES SHOULD BECOME AVAILABLE TO MORE AND MORE PEOPLE, AND BRANIFF AGREES. THIS IMPLIES LOWER FARES. LAWRENCE ALSO NOTED "HIGHLY DISCRIMINATORY" SITUATION, WHICH US OPINION FINDS UNACCEPTABLE, IMPLICIT IN ALLOWING LOW FARES TO NEW YORK, BUT NOT TO DALLAS OR PHILADELPHIA.

4. REPORTERS PROVIDED WITH COPIES OF CAB STATEMENT OF FEB. 27 (STATE 50956). ONE ASKED WHAT RETALIATORY ACTION WAS ENVISIONED. LAWRENCE SAID HE DID NOT KNOW.

5. REGARDING CONCORDE, LAWRENCE SAID HE HOPES FOR FULL FAA CERTIFICATION BY END OF MARCH AND AUTHORITY FOR INTERCHANGE AT DULLES WITH BOTH BRITISH AIRWAYS AND AIR FRANCE SHORTLY THEREAFTER. HE HAS HOPES THAT NEW YORK-PANAMA SERVICE WILL BECOME REALITY BY LATE SUMMER, THOUGH THAT DEPENDS IN PART ON WHETHER BA CAN SPARE THE AIRCRAFT LONG ENOUGH BETWEEN TRANS-ATLANTIC FLIGHTS. NOTING THAT BRANIFF'S ROUTES TO SOUTH AMERICA ARE UNIQUELY SUITED TO SUPERSONIC SERVICE (LONG DISTANCE, OVER WATER, AND BUSINESS TRAVELERS), LAWRENCE ENVISIONED
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LATER SERVICE TO LIMA AND SANTIAGO.

BREWSTER

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Message Attributes

Automatic Decaptioning: X
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Copy: SINGLE
Draft Date: 28 feb 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition History: n/a
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Disposition Remarks:
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ISecure: 1
Legacy Key: link1978/newtext/t1978024/aaaaadbu.tel
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Message ID: 30dda2d4-c288-dd11-92da-001cc4696bcc
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